

Martin O'Malley, *Governor* Anthony G. Brown, *Lt. Governor* Abigail Hopper *Acting Director*

Amendment #1 to Requests for Proposals (RFP) Energy Technical Services Provider PROJECT NO. DEXR3400002 April 24, 2013

Ladies and Gentlemen:

This Amendment is being issued to amend and clarify certain information contained in the above named RFP. All information contained herein is binding on all offerors who respond to this RFP. Specific parts of the RFP have been amended. The following revisions /deletions / additions are listed below; new language has been double underlined and marked in bold (ex. new language) and language deleted has been marked with a strikeout (ex. language deleted).

1. Revise RFP Section 1.25, Minority Business Enterprises, as follows:

1.25 Minority Business Enterprises

It is the goal of MEA to support strong MBE participation in the development of the energy efficiency and renewable energy sectors. Offerors are advised to consider structures such as subcontracting arrangements and mentorship programs that support this goal.

A minimum overall MBE subcontractor participation goal of <u>25%</u> of the total contract dollars <u>with subgoals</u> <u>of 7% for African-American MBEs</u>, <u>4% for Asian-American MBEs</u>, and <u>12% for Woman-Owned</u> <u>MBEs</u> has been established for the services resulting from this contract. Attachment D – Minority Business Enterprise Participation, Instructions and Forms are provided to assist Offerors.

Each Offeror shall complete, sign and submit Attachment D-1 (MDOT Certified MBE Utilization and Fair Solicitation Affidavit) at the time it submits its technical response to the RFP. Failure of an Offeror to complete and sign Attachment D-1 (MDOT Certified MBE Utilization and Fair Solicitation Affidavit) at the time it submits its technical response to the RFP, will result in the State's rejection of the Offeror's Proposal to the RFP.

Offerors are responsible for verifying that each of the MBE(s) selected to meet the subcontracting goal and subsequently identified in Attachment D-1 is appropriately certified and has the correct NAICS codes allowing it to perform the intended work. By executing the Attachment D-1, the Offeror acknowledges the certified MBE participation goal or requests a waiver, commits to make a good faith effort to achieve the goal, and affirms that MBE subcontractors were treated fairly in the solicitation process.

Within ten (10) working days from notification that it is the apparent awardee or from the date of the actual award, whichever is earlier, the apparent awardee must provide the following documentation to the Procurement Officer.

- (a) Outreach Efforts Compliance Statement (Attachment D-2)
- (b) Subcontractor Project Participation Certification (Attachment D-3)

The Contractor, once awarded a contract, will be responsible for submitting, or requiring its subcontractor(s) to submit the following forms to provide the State with ongoing monitoring of MBE Participation:

- (a) Prime Contractor Paid/Unpaid MBE Invoice Report (Attachment D-4).
- (b) Subcontractor Paid/Unpaid MBE Invoice Report (Attachment D-5).

A current directory of certified Minority Business Enterprises is available through the Maryland State Department of Transportation, Office of Minority Business Enterprise 7201 Corporate Center Drive Maryland 21076. The phone number is 410-865-1269.

The directory is also available at http://www.e-mdot.com. The most current and up-to-date information on Minority Business Enterprises is available via this website.

NOTICE TO BIDDERS/OFFERORS

Questions or concerns regarding the MBE requirements of this solicitation must be raised before the receipt of initial proposals.

2. Delete RFP Attachment D-1 in its entirety and replace with Attachment D-1 (Revised August 20, 2012) attached to this Amendment.

Proposals may not be submitted by e-mail or facsimile. Proposals are due on Monday, May 20, 2013 no later than 2:00 p.m. Should you require clarification of the information provided in this addendum, please contact me at (410) 260-7752 as soon as possible.

Date Issued: April 24, 2013 Issued by:

Maria Ulrich

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Procurement Officer

1. Attachment D (Rev. 8/20/2012)

ATTACHMENT D - MINORITY BUSINESS ENTERPRISE FORMS (REVISED AUGUST 20, 2012)

PURPOSE

The Contractor shall structure its procedures for the performance of the work required in this Contract to attempt to achieve the Minority Business Enterprise (MBE) subcontractor participation goal stated in this solicitation. MBE performance shall be in accordance with this Attachment and as set forth in COMAR 21.11.03. The Contractor agrees to exercise all good faith efforts to carry out the requirements set forth in this Attachment.

In order to attempt to meet the MBE subcontractor participation goal using MBE subcontractors, all Bidders/Offerors shall comply with the requirements of COMAR 21.11.03.09 and shall:

- ☐ Identify specific work categories within the scope of the solicitation appropriate for subcontracting;
- Solicit certified MBEs in writing at least 10 days before Bids or Proposals are due, describing the identified work categories and providing instructions on how to provide a quote on the subcontracts;
- ☐ Attempt to make personal contact with the certified MBEs solicited and to document those attempts;
- Assist certified MBEs in fulfilling, or seeking a waiver of any bonding requirements; and
- □ Attend Pre-Bid/Proposal Conferences or other meetings that the Department schedules to publicize contracting opportunities for certified MBEs.

MBE GOAL AND SUB GOALS

An MBE subcontract participation goal of 25% with subgoals of 7% African American, 4% Asian American and 12% Women-Owned of the total contract dollar amount has been established for this procurement, as set forth in RFP Section 1.33. The Contractor, including an MBE prime contractor, shall attempt to achieve the MBE subcontracting goal and any subgoals established for this Contract by subcontracting to one or more MDOT-certified MBEs a sufficient portion of the Bidder/Offeror's scope of work that results in total MBE payments that meet or exceed the MBE subcontractor participation goals and, if applicable, subgoals.

SOLICITATION AND CONTRACT FORMATION

- ◆ A Bidder/Offeror must include with its Bid/Proposal a completed MDOT Certified MBE Utilization and Fair Solicitation Affidavit (**Attachment D-1**) whereby:
 - (1) the Bidder/Offeror acknowledges the certified MBE subcontractor participation goal and any subgoals, and commits to make a good faith effort to achieve the goal and any subgoals or requests a waiver, and affirms that MBE subcontractors were treated fairly in the solicitation process; and
 - (2) the Bidder/Offeror responds to the expected degree of MBE subcontractor participation as stated in the solicitation, by identifying the specific commitment of certified MBEs at the time of Bid/Proposal submission. The Bidder/Offeror shall specify the percentage of contract value associated with each MBE subcontractor identified on the MBE Participation Schedule (Attachment D-1).

If the Bidder/Offeror specifies a range for a proposed MBE subcontractor, only the lowest amount in the range can be considered for MBE commitment purposes. Ex: If a range of "5-15%" is proposed for a MBE subcontractor, only "5%" can be considered for purposes of totaling the actual MBE commitment for that particular MBE subcontractor. It is suggested that the

Bidder/Offeror provide a specific percentage, and not a percentage range, for each MBE subcontractor proposed.

- ♦ If a Bidder/Offeror fails to submit a completed <u>Attachment D-1</u> with the Bid/Proposal, the Procurement Officer shall deem the Bid non-responsive or shall determine that the Proposal is not reasonably susceptible of being selected for award.
- Within 10 Working Days from notification that it is the apparent awardee or from the date of the actual award, whichever is earlier, the apparent awardee shall provide the following documentation to the Procurement Officer:
 - a) Outreach Efforts Compliance Statement (Attachment D-2)
 - b) Subcontractor Project Participation Certification (Attachment D-3)
 - c) If the recommended awardee has requested a waiver (in whole or in part) of the overall MBE goal, it shall submit the Minority Contractor Unavailability Certificate (**Attachment D-6**) and a fully documented waiver request that complies with COMAR 21.11.03.11.
 - d) Any other documentation required by the Procurement Officer to ascertain Bidder/Offeror responsibility in connection with the certified MBE participation goal.

NOTE: If the apparent awardee fails to return each completed document within the required time, the Procurement Officer may determine that the apparent awardee is not responsible and therefore not eligible for Contract award. If the Contract has already been awarded, the award is voidable.

MBE REPORTING INSTRUCTIONS

The Contractor shall:

- 1. Submit by the 10th of each month to the Department's Contract Monitor or designee a <u>Prime Contractor Paid/Unpaid MBE Invoice Report</u> (**Attachment D-4**) listing any unpaid invoices, over 30 days old, received from any certified MBE subcontractor, the amount of each invoice, and the reason payment has not been made.
- 2. Include in its agreements with its certified MBE subcontractors a requirement that those subcontractors shall submit by the 10th of each month to the Department's Contract Monitor or a designee a <u>Subcontractor Paid/Unpaid MBE Invoice Report</u> (Attachment D-5) that identifies the prime contract and lists all payments received from Contractor in the preceding 30 days, as well as any outstanding invoices, and the amount of those invoices.
- 3. Maintain such records as are necessary to confirm compliance with its MBE participation obligations. These records must indicate the identity of certified minority and non-minority subcontractors employed on the Contract, the type of work performed by each subcontractor, and the actual dollar value of work performed. Subcontract agreements must be retained by the Contractor and furnished to the Procurement Officer upon request.

- 4. Consent to provide such documentation as reasonably requested and to provide right-of-entry at reasonable times for purposes of the State's representatives verifying compliance with the MBE participation obligations. Contractor must retain all records concerning MBE participation and make them available for State inspection for three years after final completion of the contract.
- 5. At the sole option of the Department, upon completion of the Contract and before final payment and/or release of any retainage, submit a final report in affidavit form and under penalty of perjury, of all payments made to, or withheld from MBE subcontractors.

ATTACHMENTS

- A. MDOT Certified MBE Utilization and Fair Solicitation Affidavit **Attachment D-1** (must be submitted with the Bid/Proposal)
- B. Outreach Efforts Compliance Statement Attachment D-2 (must be submitted within 10 Working Days of notification of apparent award or actual award, whichever is earlier)
- C. <u>Subcontractor Project Participation Certification **Attachment D-3** (must be submitted within 10 Working Days of notification of apparent award or actual award, whichever is earlier)</u>
- D. <u>Prime Contractor Paid/Unpaid MBE Invoice Report **Attachment D-4** (must be submitted by the 10th of each month by the Prime Contractor)</u>
- E. <u>Subcontractor Paid/Unpaid MBE Invoice Report **Attachment D-5** (must be submitted by the 10th of each month by the Subcontractor)</u>
- F. <u>Minority Contractor Unavailability Certificate **Attachment D-6** (must be submitted within 10 Working Days of notification of apparent award or actual award whichever is earlier, if a waiver has been requested)</u>

MDOT Certified MBE Utilization and Fair Solicitation Affidavit

(submit with Bid/Proposal)

This document **MUST BE** included with the Bid/Proposal. If the Bidder/Offeror fails to complete and submit this form with the Bid/Proposal, the procurement officer shall deem the Bid non-responsive or shall determine that the Proposal is not reasonably susceptible of being selected for award.

In conjunction with the Bid/Proposal submitted in response to Solicitation No. DEXR3400002 I affirm the following:

III COII	guiletion with the Blat roposal submitted in response to sometation ito. BLANS-100002 I arritin the following.					
1. 🗆	I acknowledge and intend to meet the overall certified Minority Business Enterprise (MBE) participation goa of 25% percent and, if specified in the solicitation, the following subgoals (complete for only those subgoals that apply):					
	7% percent African-American4% percent Asian-American0% percent Hispanic-American12% percent Woman-Owned					
	Therefore, I will not be seeking a waiver pursuant to COMAR 21.11.03.11.					
	<u>OR</u>					
	I conclude that I am unable to achieve the MBE participation goal and/or subgoals. I hereby request a waive in whole or in part of the overall goal and/or subgoals. Within 10 Working Days of receiving notice that or firm is the apparent awardee, I will submit all required waiver documentation in accordance with COMA 21.11.03.11. If this request is for a partial waiver, I have identified the portion of the MBE goal that I interto meet in this Attachment D-1.					
2.	I understand that if I am notified that I am the apparent awardee, I must submit the following additional documentation within 10 Working Days of receiving notice of the potential award or from the date of conditional award (per COMAR 21.11.03.10), whichever is earlier.					
	 (a) Outreach Efforts Compliance Statement (Attachment D2); (b) Subcontractor Project Participation Certification (Attachment D3); and (c) Any other documentation, including waiver documentation, if applicable, required by the Procurement Officer to ascertain Bidder/Offeror responsibility in connection with the certified MBE participation 					

may determine that I am not responsible and therefore not eligible for Contract award. If the Contract has already been awarded, the award is voidable.

I understand that if I fail to return each completed document within the required time, the Procurement Officer

goal.

- 3. In the solicitation of subcontract quotes, MBE subcontractors were provided not less than the same information and amount of time to respond as were non-MBE subcontractors.
 - 1. Set forth below are the (i) certified MBEs I intend to use and (ii) the percentage of the total contract amount allocated to each MBE for this project and the work activity(ies) each MBE will provide under the contract. I hereby affirm that the MBE firms are only providing those work activities for which they are MDOT certified.

MBE Subcontractor Participation Schedule Project Description: Prime Contractor: (Firm Name, Address, Phone) Solicitation Number: DEXR3400002 List Information For Each Certified MBE Subcontractor On This Project Minority Firm Name MBE Certification Number **FEIN** Identify the Applicable Certification Category (For Dually Certified Firms, Check Only One Category) ☐ African American ☐ Asian American ☐ Hispanic American ☐ Woman-Owned ☐ Other Percentage of Total Contract Value to be provided by this MBE ______% Description of Work to Be Performed: Minority Firm Name MBE Certification Number **FEIN** Identify the Applicable Certification Category (For Dually Certified Firms, Check Only One Category) ☐ African American ☐ Asian American ☐ Hispanic American ☐ Woman-Owned ☐ Other Percentage of Total Contract Value to be provided by this MBE _____% Description of Work to Be Performed: Minority Firm Name MBE Certification Number **FEIN** Identify the Applicable Certification Category (For Dually Certified Firms, Check Only One Category) ☐ African American ☐ Asian American ☐ Hispanic American ☐ Woman-Owned ☐ Other Percentage of Total Contract Value to be provided by this MBE ______% Description of Work to Be Performed: Minority Firm Name MBE Certification Number Identify the Applicable Certification Category (For Dually Certified Firms, Check Only One Category) ☐ African American ☐ Asian American ☐ Hispanic American ☐ Woman-Owned ☐ Other Percentage of Total Contract Value to be provided by this MBE ______% Description of Work to Be Performed:

Continue on a separate page, if needed.

SUMMARY

Total <i>African-America</i> Total <i>Asian American</i>	-	% of total Contract value% of total Contract value
	ean MBE Participation:	% of total Contract value
Total Woman-Owned I	*	% of total Contract value
Total Other Participati	1	
Total All MBE	Participation:	
	e., if the total MBE commitment	age of total contract value committed to t is 25% of the total contract value, the
solemnly affirm under the penaltie knowledge, information, and belief.	s of perjury that the contents of	this Affidavit are true to the best of my
Bidder/Offeror Name	Signature of Aff	fiant
PLEASE PRINT OR TYPE)	<u> </u>	
	Name:	
	Title:	
	n	

SUBMIT THIS AFFIDAVIT WITH BID/PROPOSAL

Attachment D-2

Outreach Efforts Compliance Statement

Complete and submit this form within 10 working days of notification of apparent award or actual award, whichever is earlier. In conjunction with the Bid/Proposal submitted in response to Solicitation No. ______, Bidder/Offeror states the following: 1. Bidder/Offeror identified opportunities to subcontract in these specific work categories. 2. Attached to this form are copies of written solicitations (with instructions) used to solicit MDOT certified MBEs for these subcontract opportunities. Bidder/Offeror made the following attempts to contact personally the solicited MDOT certified MBEs. 3. Select ONE of the following: 4. a.

This project does not involve bonding requirements. b.

Bidder/Offeror assisted MDOT certified MBEs to fulfill or seek waiver of bonding requirements (describe efforts). Select ONE of the following: 5. a.

Bidder/Offeror did/did not attend the Pre-Bid/Proposal Conference. b. □ No Pre-Bid/Proposal Conference was held. By: Signature Bidder/Offeror Printed Name Address:

Subcontractor Project Participation Certification

Please complete and submit one form for each MDOT certified MBE listed on Attachment D-1 within 10 working days of notification of apparent award. _ (prime contractor) has entered into a contract with _ (subcontractor) to provide services in connection with the Solicitation described below. Prime Contractor Address and Phone **Project Description** Project Number Total Contract Amount \$ Minority Firm Name MBE Certification Number Work To Be Performed Percentage of Total Contract Total Subcontract Amount \$ The undersigned Prime Contractor and Subcontractor hereby certify and agree that they have fully complied with the State Minority Business Enterprise law, State Finance and Procurement Article §14-308(a)(2), Annotated Code of Maryland which provides that, except as otherwise provided by law, a contractor may not identify a certified minority business enterprise in a Bid/Proposal and: fail to request, receive, or otherwise obtain authorization from the certified minority business (1) enterprise to identify the certified minority business enterprise in its Bid/Proposal; (2) fail to notify the certified minority business enterprise before execution of the contract of its inclusion of the Bid/Proposal; fail to use the certified minority business enterprise in the performance of the contract; or (3) pay the certified minority business enterprise solely for the use of its name in the Bid/Proposal. (4) PRIME CONTRACTOR SIGNATURE SUBCONTRACTOR SIGNATURE By: By:

Name, Title

Date

Name, Title

Date

This form is to be completed monthly by the prime contractor.

Attachment D-4

Maryland Energy Administration Minority Business Enterprise Participation Prime Contractor Paid/Unpaid MBE Invoice Report

Report #: Reporting Period (Month/Year): Report is due to the MBE Liaison by following the month the services wer Note: Please number reports in sequence of the Prime Contractor:	Contract #: Contracting Unit: Contract Amount: MBE Subcontract Amt: Project Begin Date: Project End Date: Services Provided:			
Address:				
City:		State:		ZIP:
Phone:	Fax:		E-ma	il:
Subcontractor Name:		Contac	ct Person:	
Phone:	Fax:			
Subcontractor Services Provided: List all payments made to MBE subcontractor Services Provided: List all payments made to MBE subcontractor Services Provided: Invoice# 1. 2. 3. 4. Total Dollars Paid: \$	<u>Amount</u>	1. 2. 3. 4.	Invoice #	y outstanding invoices: <u>Amount</u>
Contra 1 Aryland Energy Administration	t Monitor cting Unit — —			

This form must be completed monthly by all MBE subcontractors.

Maryland Energy Administration Minority Business Enterprise Participation Subcontractor Paid/Unpaid MBE Invoice Report

Report#: Reporting Period (Month/Year): Report is due by the 10 th of the month following the month the services were performed.	Contract # Contracting Unit: MBE Subcontract Amount: Project Begin Date: Project End Date: Services Provided:			
MBE Subcontractor Name:				
MDOT Certification #:				
Contact Person:	E-mail:			
Address:				
City:	State: ZIP:			
Phone:	Fax:			
Subcontractor Services Provided: List all payments received from Prime Contractor during reporting period indicated above. Invoice Amt Date 1. 2. 3. Total Dollars Paid: \$	List dates and amounts of any unpaid invoices over 30 days old. Invoice Amt Date 1. 2. 3. Total Dollars Unpaid: \$			
Prime Contractor:	Contact Person:			
**Return one copy of this form to the following address (election of the contract Monitor Contracting Unit Maryland Energy Administration	ctronic copy with signature & date is preferred):			
Signature:(Required)	Date:			

Maryland Energy Administration **Code of Maryland Regulations (COMAR)**

Title 21, State Procurement Regulations

(regarding a waiver to a Minority Business Enterprise subcontracting goal)

NOTE: Below is an excerpt only. Full text of COMAR Title 21 may be found at the website of the Secretary of State, Division of State Documents, at: http://www.dsd.state.md.us/comar/.

COMAR 21.11.03.11 - Waiver.

- A. If, for any reason, the apparent successful Bidder/Offeror is unable to achieve the contract goal for each certified MBE classification specified as having a subcontract goal or the overall MBE contract goal, the Bidder/Offeror may request, in writing, a waiver to include the following:
- (1) A detailed statement of the efforts made to select portions of the work proposed to be performed by certified MBEs, including the work to be performed by each MBE classification if an MBE subgoal has been specified, in order to increase the likelihood of achieving the stated goal;
- (2) A detailed statement of the efforts made to contact and negotiate with certified MBEs, and if appropriate, by certified MBE classification, including:
 - (a) The names, addresses, dates, telephone numbers, and classification of certified MBEs contacted, and
- (b) A description of the information provided to certified MBEs regarding the plans, specifications, and anticipated time schedule for portions of the work to be performed;
- (3) As to each certified MBE that placed a subcontract quotation or offer that the apparent successful Bidder/Offeror considers not to be acceptable, a detailed statement of the reasons for this conclusion;
- (4) A list of certified MBEs including, if applicable, certified MBEs in each MBE classification, found to be unavailable, which shall be accompanied by an MBE unavailability verification form signed by the certified MBE, or a statement from the apparent successful Bidder/Offeror that the certified MBE refused to give the written verification;
- (5) The record of the apparent successful Bidder/Offeror's compliance with the outreach efforts required under Regulation .09C(2)(a)—(e) of this chapter; and
- (6) If the request for a waiver is for a certain MBE classification within an overall MBE goal, the Bidder/Offeror shall demonstrate reasonable efforts to meet the overall MBE goal with other MBE classification or classifications.
- B. A waiver of a certified MBE contract goal may be granted only upon a reasonable demonstration by the Bidder/Offeror that certified MBE subcontract participation was unable to be obtained, or was unable to be obtained at a reasonable price or in the appropriate MBE classifications, and if the agency head or designee determines that the public interest is served by a waiver. In making a determination under this section, the agency head or designee may consider engineering estimates, catalogue prices, general market availability, and availability of certified MBEs in the area in which the work is to be performed, other Bids/Proposals and subcontract Bids/Proposal substantiating significant variances between certified MBE and non-MBE cost of participation, and their impact on the overall cost of the contract to the State and any other relevant factor.
- C. An agency head may waive any of the provisions of Regulations .09—.10 of this chapter for a sole source, expedited, or emergency procurement in which the public interest cannot reasonably accommodate use of those procedures.
- D. When a waiver is granted, except waivers under §C of this regulation, one copy of the waiver determination and the reasons for the determination shall be kept by the MBE liaison officer with another copy forwarded to the Office of Minority Affairs.

MINORITY CONTRACTOR UNAVAILABILITY CERTIFICATE

Section I (to be comple	-					
hereby certify that the	firm of	Nama of	Prime Contracto	r)		
		Ivallie of	rime Commacio	1)		
ocated at	(Street)		(C'.		(84.44) (7.4)	,
(Number)	(Street)		(City)		(State) (Zip)	
n	contacted ce	rtified minority l	business enterpri	se,		
(Date)				(Nam	e of Minority Busin	ess)
·	located at	t				,
		(Number)	(Street)	(City)	(State)	(Zip)
eeking to obtain a bid f	or work/service for	project number_		, project n	ame	
	ork/ service request					
ndicate the type of bid s	sought,the work /service in		ect number	The Minority	Business Enterprise, or is unable to	identified abo prepare a qu
Indicate the type of bid s s either unavailable for for the following reason The statements containe	sought, the work /service in s(s):	n relation to proje	ect number		, or is unable to	identified abo prepare a qu
Indicate the type of bid s s either unavailable for for the following reason	sought, the work /service in s(s):	n relation to proje	ect number		, or is unable to	identified abo
Indicate the type of bid see seither unavailable for for the following reason	sought, the work /service in s(s): d above are, to the b	n relation to proje	ect number	, true and accur (Title)	, or is unable to	identified abo

Note: Certified Minority Business Enterprise must complete Section II below.

ATTACHMENT D-6 (cont.)

Section II (to be completed by CERTIFIED MINORITY BUSINESS ENTERPRISE)							
I hereby certify that the firm of			MBE Cei	t.#			
	(Name of MBE Firm)						
located at(Number)	(Street)	(City)	(State)	(7in)			
(Number)	(Sileet)	(City)	(State)	(Zip)			
was offered the opportunity to bid on pro	ject number	, ON					
			(Da	ate)			
(Prime Contractor's Name)	(Prime Contractor O	fficial's Name) (Title)					
The statements contained in Section I and Section II of this document are, to the best of my knowledge and belief, true and accurate.							
(Name)	(Title)	(Pho	one)			
(S	ignature)		(Fa	x Number)			